

ACEEE

ANNUAL REPORT

2020



A Message from ACEEE Leadership



Steven Nadel, executive director, and Penni McLean-Conner, board of directors' chair

2020 is a year few of us would want to relive. Our world lost millions of lives, and millions of families experienced economic hardship. For states, cities, contractors, manufacturers, and others in the U.S. energy efficiency community, it was also a time of turmoil. The tragedy made many of us pause, reflect, and view our world differently.

ACEEE embraced and cultivated new ideas to tackle immediate and long-term challenges. In convenings and analysis, we worked to help the efficiency community make progress during the COVID-led recession, safely getting people back to work, lowering utility bills, and making our homes healthier.

In 2020, ACEEE marked our 40th anniversary with an ambitious new Call to Action, which declares our commitment to addressing climate change and building a vibrant, equitable economy. We set bold targets for scaling efficiency and halving carbon emissions by midcentury. We also set clear goals for 2030 and have moved swiftly to start achieving them. We helped shape climate policy plans on Capitol Hill, including proposals to reduce

industrial emissions and to promote both heat pumps and zero-energy buildings.

We helped shape the most significant federal energy legislation in years—the Energy Act of 2020. We worked on provisions for industry R&D, smart manufacturing, smart buildings, weatherization aid, and more. Looking forward, we presented the incoming Biden administration with measures it can take to improve appliance standards and building efficiency, rallying dozens of stakeholders in support.

On the state and local level, our research and outreach contributed to new or expanded energy-saving targets in Michigan, New Jersey, New York, and Virginia, and related efforts in Arizona and New Hampshire. We helped spur the adoption of new appliance efficiency standards in Oregon and Washington, D.C., and we informed climate-focused proposals in Baltimore and Minneapolis.

We wove our commitment to equitable policy throughout our work. Our recent research on energy burdens, cited by members of Congress, highlighted the comparatively high energy costs paid by low-income households and communities of color, which continue to suffer disproportionately from the pandemic. To mitigate inequities, we identified ways to increase funding and



Our Call to Action

ACEEE's vision is to aggressively mobilize and scale up energy efficiency to reduce greenhouse gas (GHG) emissions and combat climate change. We seek a vibrant and equitable economy that uses energy more productively, reduces energy costs, and promotes the health, safety, and well-being of all.

expand services that create healthier homes with lower utility bills for the most overburdened households.

In addition, to accelerate efficiency and decarbonization, we launched the Industrial Decarbonization Initiative, helping develop action roadmaps for the U.S. government; we intensified our focus on fuel economy and electric vehicles; and we attracted thousands of attendees to our webinars and virtual conferences.

We are determined to pursue the rapid transformation needed to meet our Call to Action, and we hope you will join us. The road ahead will not be easy or straightforward, but the climate crisis demands urgency and boldness. We have to act now. We need everyone's support to build a just and sustainable future for our children and grandchildren.

Since ACEEE's founding 40 years ago, energy efficiency has cut the United States' energy use in half relative to the size of the economy. The United States now saves more energy each year—lowering utility bills \$2,000 per capita—than it uses from any other single energy resource, including oil, natural gas, and coal.

Yet this is not enough. Climate change, equity, and economic issues demand urgent action. Energy efficiency and reduced energy use are vital to slow the rate of climate change and mitigate its impacts.

ACEEE will work toward a future where no later than 2050, due to energy efficiency, the United States has halved domestic energy use and associated

emissions. We will do all we can to accelerate the adoption of policies and technologies to achieve this vision.

We will work collaboratively so that by 2030, we cut industrial greenhouse gas emissions by a third, increase the energy efficiency of new vehicles by at least 50%, double the rate of existing building retrofits, make one-fourth of new buildings zero-energy and carbon neutral, and comprehensively weatherize one-third of buildings occupied by low-income households.

ACEEE commits to serve as a catalyst and agent for the systemic transformation needed to address climate change.

Industry

Reduce industrial GHG emissions by a third by 2030 and decarbonize industry by 2050.

To decarbonize industry, which accounts for more than 25% of U.S. greenhouse gas emissions, we launched the Industrial Decarbonization Initiative. In collaboration with the National Renewable Energy Laboratory, we spearheaded an industrial decarbonization roadmap for the Department of Energy. We contributed to the National Academy of Sciences' report *Accelerating Decarbonization of the U.S. Energy System*, which provides a policy handbook to guide the transition to net-zero GHG emissions. We also advised the House Energy and Commerce Committee on provisions for Buy Clean proposals to encourage consumer demand for low-carbon products and developed legislative proposals to spur the deployment of energy-efficient, low-carbon technologies.



Above: Lowell Ungar, director of ACEEE's federal policy program, testified before a U.S. House panel in favor of the Industrial Competitiveness Act, which our analysis shows could save nearly as much energy as U.S. industry uses each year and \$50 billion in energy bills.

E&E Daily

Advocates Use Study to Pressure
Lawmakers on Energy Aid
—Aug. 4, 2020



Q&A with Lauren Ross, senior director for policy

What does it mean to increase equity in our policy work?

By focusing on equity throughout our policy work, we are aiming to address current and historical inequities that plague the energy sector, such as the pollution from factories that are disproportionately located in low-income communities and communities of color. We are advocating for energy efficiency investments that ensure cost savings, jobs, and healthier housing for groups most overburdened by energy production and consumption.

What is the best way for the efficiency community to improve equity?

We need to ensure that communities traditionally underserved by efficiency are represented in the planning, design, and implementation of policies and programs. Along with the priorities of those communities, a focus on economic mobility must be core to energy efficiency strategies. Achieving an equitable clean energy economy is dependent on diversifying and upskilling the efficiency community to employ people in high-quality jobs.

Transportation

Increase fuel efficiency 50%, increase the share of electric vehicles in the new-vehicle market to at least 20%, and decrease vehicle miles 10% by 2030. Cut emissions 60% by 2050.

Transportation now emits more greenhouse gases than any other sector of the U.S. economy. Our analysis helped prevent a complete rollback of federal fuel economy standards, which will significantly reduce energy use and emissions. The Trump administration's final rule instead called for a 1.5% nominal annual increase in fuel efficiency for model year 2021–2026 cars and light trucks. The Biden administration has pledged to increase fuel economy standards.

For consumers and policymakers, our annual GreenerCars ratings of 1,000-plus vehicles highlighted cars and trucks with the lowest lifecycle emissions. And on Capitol Hill, our recommendations informed a legislative proposal by Sen. Jeanne Shaheen (D-NH), the BUILDS Act, for competitive transportation efficiency grants.

We recruited 40 utilities to advance electric vehicle (EV) access for low- and moderate-income communities. The utilities pledged millions in EV investments to serve these communities, including at least \$46 million from Con Edison, \$194 million from Southern California Edison, and \$22 million from National Grid in New York.

Forbes 

Clean Living: These Are the
12 'Greenest' Cars for 2020
—Jan. 23, 2020

Q&A with Shruti Vaidyanathan, director of transportation

How will transportation change in the next 15 years?

The way we move people and goods is poised to change immensely. We've already seen new passenger options in the last few years in the form of ride-hailing and bike-sharing. Likewise, there have been advances in urban freight delivery such as cargo bikes and parcel lockers. Electric and autonomous vehicles will make it even more possible to create low-carbon transportation for everyone if we create the proper policies now.

What are the biggest challenges, and how can ACEEE address them?

The biggest immediate challenge will be to ensure that the COVID-19 pandemic does not reverse the recent progress we have made to get people out of their cars and into mass transit, walking, and biking. ACEEE has an important role to play in supporting federal, state, and local activities to keep mass transit afloat as the economy bounces back from the pandemic.



Buildings

Double energy retrofits and make one quarter of new buildings carbon neutral by 2030 and cut energy use by half by 2050. Comprehensively weatherize the homes of one-third of eligible low-income households.

Buildings account for one-third of U.S. carbon emissions. To slash their energy use and emissions, we worked with a coalition to successfully secure the efficiency gains included in the 2021 International Energy Conservation Code (IECC). The 2021 IECC, which will increase buildings' efficiency more than 10%, marks the first significant energy efficiency gain in the residential code in nearly a decade.

On Capitol Hill, our guidance and testimony advised the House Energy and Commerce Committee on a strong codes provision for zero-net-energy homes and buildings, which the committee incorporated into a draft of its CLEAN Future Act. In partnership with the New Buildings Institute, we worked with more than 20 energy efficiency program administrators to promote these highly efficient homes and buildings, and we developed proposed federal tax incentives to accelerate their adoption.

Our recommendations informed bills proposed by Rep. Sean Casten (D-IL) for updated efficiency requirements for federally assisted mortgages and housing, and by Sen. Angus King (I-ME) for tax credits for home electrification with heat pumps. We analyzed and helped shape the bipartisan E-QUIP bill to accelerate depreciation for efficient commercial building equipment. We estimated the jobs and climate impacts of many other proposed efficiency initiatives to show that efficiency should be a key part of infrastructure and economic recovery investments.

With the ACEEE-based Appliance Standards Awareness Project, we led national efforts to oppose Trump administration policies weakening U.S. energy-saving standards for light bulbs, showerheads, appliances, and equipment. We drove media coverage of the Department of Energy's refusal to implement light bulb standards and of its "process rule" that creates hurdles to future standards. For the incoming Biden administration, our research quantified the energy we could save from new appliance standards, including the reduction of summer peak demand by 13% relative to current levels.

At the state level, we helped advance appliance efficiency standards, including the adoption of 10 new standards in Oregon and 15 new ones in Washington, D.C. We deepened our partnership with the U.S. Climate Alliance, which has embraced state standards as one of its marquee initiatives.

US News & World Report

Why Cities Must Make Energy-Wasting Buildings More Efficient –Jun. 23, 2020

Politico

Groups Detail Building Agenda –Nov. 23, 2020

Utility Dive

Energy Efficiency Advocates See \$1.1T in Savings Potential –Nov. 18, 2020



Use energy efficiency and demand flexibility to support a cost-effective, clean power grid, reaching 50% carbon-free electricity in most states by 2030.

Our technical assistance to states is advancing the transition to a cleaner power grid by helping set new or expanded energy-saving targets. We contributed to six major victories: New York issued an order reaffirming ambitious efficiency goals and setting new heat pump targets; the Virginia Clean Economy Act established the first energy efficiency resource standard (EERS) for investor-owned utilities in the South in a decade; the New Jersey Board of Public Utilities set targets to quadruple annual electric and natural gas savings by 2026; the Michigan Public Service Commission issued an order, repeatedly citing our work, to strengthen efficiency's role in the state's grid modernization initiative; Arizona preliminarily approved a proposal—that we testified in favor of—to extend and expand its EERS through 2030; and New Hampshire utilities proposed a 2021–2023 statewide

energy efficiency plan to their commission.

We advanced understanding of another type of energy efficiency—electrification that reduces energy use, emissions, and costs. In addition to expanding electrification metrics in our *Utility Energy Efficiency Scorecard*, we analyzed fuel switching heating programs and the electrification of space heating in existing commercial buildings. We used these resources to offer technical assistance to states and cities. In Maryland, our presentation on the economics of heat pumps helped the Commission on Climate Change set a goal for electric heat pumps to account for 50% of space heater sales by 2025.

Grid Geeks podcast

The Unsung Hero: Energy Efficiency
—Apr. 30, 2020

Equity

Increase five-fold the investments in efficiency for buildings occupied by low-income households, reaching one-third of eligible households with a comprehensive weatherization program.

The COVID-19 pandemic and economic recession intensified the urgency to advance equitable clean energy. We worked on a provision—enacted in the Energy Act of 2020—to provide weatherization assistance. Another measure we proposed—included in the House-passed stimulus bill—would double the proposed HOMES building retrofit rebates for low- and moderate-income households. We launched a utility working group to advance electric vehicle access to low- and moderate-income communities.

We updated our landmark 2016 report on energy burdens, which is the share of income spent on utility bills. U.S. Rep. Phil Sarbanes (D-MD) cited our new 2020 report when calling for clean energy investments to help consumers reduce their utility bills amid the pandemic. Our 2020 report found that older adults and renters, as well as low-income, Black, Hispanic, and Native American households, spend a much larger share of their income on energy bills than similar groups and that efficiency investments can reduce these burdens. Lead author Ariel Dreihobl testified before a House panel on her findings.

To promote energy efficiency as a tool to address health inequities, we provided technical assistance on energy-plus-health programs in Wisconsin, Minnesota, Rhode Island, and Washington, D.C. We also recruited 280 energy efficiency program administrators to join a network focused on incorporating health into their programs. About 50 programs have already committed to specific actions, with 30 administrators exploring partnerships with their public health department or other local health-focused groups.

As part of our Summer Study on Energy Efficiency and Buildings, we published 26 papers to explore how efficiency can promote equitable policies, programs, and investments.

We also worked to diversify the next generation of clean energy leaders. In partnership with the Environmental Leadership Program, we helped create the RAY Clean Energy Diversity Fellows Program, a paid internship with energy efficiency and clean energy organizations for racially and ethnically diverse college graduates. Despite COVID-19 budget pressures, we welcomed two RAY fellows, and five other organizations added one fellow each. In addition, racial and ethnic minorities received 40% of our annual Linda Latham scholarships, named in memory of former ACEEE chief operating officer and ENERGY STAR® co-founder Linda Latham.

Grist 

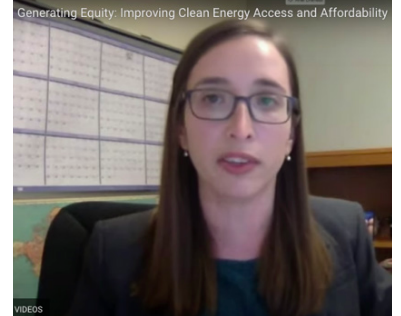
Report: Black Households Spend Almost
50 Percent More on Utilities than White
Households –Sept. 10, 2020



Tiffany Perrin, weatherization technician

CONGRESSIONAL TESTIMONY

Ariel Drebohl, manager of ACEEE's local policy efforts for energy equity, testified virtually before a U.S. House panel on her 2020 research that found comparatively high energy burdens for communities of color.



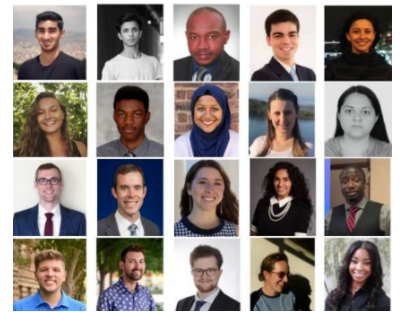
SUMMER STUDY PROGRAM

Chandra Farley, Just Energy director at the Partnership for Southern Equity, co-chaired ACEEE's 2020 Summer Study Buildings panel on energy efficiency and equity and moderated a session on the topic during the virtual conference.



SCHOLARSHIP PROGRAM

Our 2020 Linda Latham scholars hailed from universities in the United States and abroad.



“You are presenting, at a high level, the incredible value that weatherization activities can and should provide to address health inequities. I am exploring the opportunities that utilities have to address health issues through their programs or partnerships.”

—Jim Perich-Anderson, Puget Sound Energy

“The convergence of climate, energy, and health as an area of study will only grow more important in the coming years. It is particularly vital that we address the impact of all three in historically underserved communities. I salute ACEEE for its leadership in this discussion.”

—Frank Rapley, Tennessee Valley Authority

Scorecards

Our research—including dozens of reports, papers, briefs, and fact sheets—covered a wide range of issues, and our well-known scorecards continued to prompt action from cities, states, and utilities.

Our *State Energy Efficiency Scorecard* ranked California as the most energy-efficient state, nudging out Massachusetts, and Nevada as most improved. In response, Patrick Woodcock, commissioner of Massachusetts' Department of Energy Resources, told the *Boston Globe* that his previously top-ranked state is happy to have competition and needs to "make improvements."

The *Utility Energy Efficiency Scorecard*, which ranked the 52 largest electric utilities, found substantial improvements since our 2017 report, including 20% growth in annual energy savings overall and 60% growth in energy savings for low-income customers. Five utilities requested follow-up analysis to improve their low scores or to ensure they maintain their high ones. Smaller utilities also requested assistance, and we developed a self-scoring tool for them to benchmark their performance. We used *Scorecard* data for our *Leveraging Advanced Metering Infrastructure to Save Energy*, which was cited in regulatory proceedings.

Our *City Clean Energy Scorecard* expanded to cover 100 U.S. cities, up from 75 the prior year. We found that while leading cities are expanding their clean energy efforts, many more lag far behind. Baltimore Mayor Brandon

Scott's transition team used our insights to inform his proposed climate agenda. Sustainability officials in Grand Rapids, MI, reported our findings to the city council. Hartford, CT, cited its performance when applying for the U.S. Conference of Mayors' Climate Protection Award, and Cleveland, OH, cited its results throughout the Sustainable Cleveland 2020 Summit.



Above: Mark Chambers, former director of NYC Mayor's Office of Sustainability and now senior director of building emissions at the White House Council on Environmental Quality, speaks during an ACEEE webinar on New York City's #1 ranking in *The 2020 City Clean Energy Scorecard*.

“It [the *City Scorecard*] really helps prioritize the work that we do. Within our Transportation Action Plan, much of the sections and goals are related very directly to the elements that you score.”

—Kim Havey, sustainability director, City of Minneapolis



Above: Mayor Melvin Carter of St. Paul and Alderwoman Heather Navarro of St. Louis used social media to cite their cities' improved scores.

Outreach

Although COVID-19 required us to go virtual for most of our convenings, we drew broad audiences and cultivated energetic discussion of our Call to Action priorities. We held the first two events of 2020 in person: the Conference on Health, Energy, and Environment in January in New Orleans and the Rural Energy Conference in February in Chicago. Starting in March, we switched to a dynamic virtual format that allowed for networking and small-group conversations for our other events: Hot Water Forum, Summer Study on Energy Efficiency in Buildings, and the Energy Efficiency & Climate Policy Forum.

Recognizing the enormous impact that behavior has on energy use, we hosted webinars throughout 2020 on this topic and drew high attendance for the virtual Behavior, Energy & Climate Change Conference, which we co-host with Stanford University and the University of California. One of our major reports found that including energy efficiency information in online real estate listings can lead buyers to choose more efficient homes; a webinar on this topic drew a large audience.

We grew interest in efficiency by attracting thousands of attendees to our other free webinars, which covered a range of topics, including workforce development, electrification financing, industrial decarbonization, and clean energy's role in resilience planning.

To increase public awareness of and support for reducing energy waste, we co-led a coalition effort to expand the annual Energy Efficiency Day. The 2020 event, recognized in proclamations by the U.S. Senate and dozens of cities and states, drew support from more than 740 organizations, utilities, companies, and local governments.



Q&A with Reuven Sussman, director of behavior

Which behavioral changes save the most energy?

Large one-time behaviors, such as buying a zero-net-energy home within walking distance of your workplace, can have the most impact. If that's not viable, shorter-term behaviors such as taking fewer single-passenger car trips are also helpful. Knowing your audience is a critical first step in deciding the behaviors to promote. Most households could save the most energy by conducting home retrofits or making efficient transportation choices.

How can we best encourage people to make these changes?

Our research has found that to encourage homeowners to conduct retrofits, home energy assessors can be more persuasive by focusing on comfort, health, or finances rather than environmental benefits. In general, making desired behaviors easier, more convenient, and more popular (or perceived to be more popular) makes them more likely to be adopted.

Honor Roll of Donors

ACEEE is grateful for the generous support from our many friends and supporters. Every effort was made to ensure the accuracy of this report.

Halfway There Fund

Gifts to the Halfway There Fund in honor of our 40th Anniversary were made from August 1, 2019, through December 31, 2020. Due to space constraints, we are not able to include donors under \$100, but we are grateful for donations of all sizes.

Climate Response Leaders (\$10,000+)

Jan Berman Herb Kohl Philanthropies Anonymous (2)

Climate Response Champions (\$1,000–\$9,999)

Bessemer Trust.	David M. Hart	Gary Morrison	Alison Silverstein
Carl Blumstein	Toru Kubo	Francis J. Murray Jr.	Rob Socolow
Lucinda Bunnen	Paul Laskow	Clay Nesler	Tim Stout
Lauren Casentini	Monica Martinez	Audre and Roger Newman	K.L. Wedemeyer
Helena Chum	William McHenry	David and Teri Parekh	Bart Wilking
Cranaleith Foundation	Penni McLean-Conner	Sue Reilly	Kathrin Winkler and Angus Campbell
The Karen and Neal Elliott Fund	Duncan McVey	Gene and Becky Rodrigues	Cody Work
Dian Grueneich	Steve Morgan	Maxine Savitz	

Climate Response Pace-Setters (\$500–\$999)

Rosa C. Cassidy	Robert and Raissa Johnson	Whitney Pope	Susan Stratton
Ralph Cavanagh	Aaron Larner	Lawrence Reinhold	Daniel Waintroob
Emwiga Foundation	Richard Ottinger	Elizabeth Robinson	James L. Wolf
Benedict and Mary Feinberg	Mary Ann Piette	Yassen Roussev	Gerald A. and Elizabeth Claire Wood

Climate Response Advocates (\$100–\$499)

Corinne Abbott	Howard Geller	Eshan Mitra	Brian Sesterhenn
Simone Aloisio	Jake Hargraves	Richard E. Morgan	Mitchell Simpson
Lydia Baek	John Byron Harvey	Michael Pelensky	Allen Stayman
Scott Bernstein	Tim Heidel	Chris Plum	William Thibault
Kenneth Black	Brendan Hertel	Dan W. Reicher	Jud Virden
Mary Bobbitt	Mark A. Johnson	Rosalyn Roesel	Brian Widowski
Cindy Dyballa	Duane L. Jonlin	Bennett Sandler	John Wilson
Nora Wang Efram	Jonathan Kleinman	Erich Scherer	Dan York
Denise Fairchild	Eric Mackres	Andrea Schmidt	Paul A. Young
Mary Gaitan	Mandy Mahoney	Lew Serbin	Anonymous (1)

2020 RESEARCH REPORTS

- ▶ *The 2020 State Energy Efficiency Scorecard*
- ▶ *A Powerful Priority: How Appliance Standards Can Help Meet U.S. Climate Goals and Save Money*
- ▶ *Expanding Opportunity through Energy Efficiency Jobs*
- ▶ *Electrifying Space Heating in Existing Commercial Buildings*
- ▶ *National Survey of State Policies and Practices for Energy Efficiency Program Evaluation*
- ▶ *The 2020 City Clean Energy Scorecard*
- ▶ *Training the Workforce for High-Performance Buildings*
- ▶ *How Energy Efficiency Can Help Rebuild North Carolina's Economy*
- ▶ *How High Are Household Energy Burdens? An Assessment of National and Metropolitan Energy Burdens*
- ▶ *Energy Efficiency in Real Estate Listings: A Controlled Experiment*
- ▶ *Braiding Energy and Health Funding for In-Home Programs: Federal Funding Opportunities*
- ▶ *Beneficial Electrification in Industry*
- ▶ *Transforming Industry: Paths to Industrial Decarbonization in the United States*
- ▶ *Making Health Count: Monetizing the Health Benefits of In-Home Services Delivered by Energy Efficiency Programs*
- ▶ *Taking Stock: Links between Local Policy and Building Energy Use across the United States*
- ▶ *Integrating Energy Efficiency, Solar, and Battery Storage in Utility Programs*
- ▶ *The 2020 Utility Energy Efficiency Scorecard*
- ▶ *Performance Incentive Mechanisms for Strategic Demand Reduction*
- ▶ *Community Resilience Planning and Clean Energy Initiatives: A Review of City-Led Efforts*
- ▶ *Leveraging Advanced Metering Infrastructure to Save Energy*

Honor Roll of Donors

Linda Latham Scholarship Fund

The Linda Latham Scholarship Fund was created in memory of Linda Latham, a visionary leader who helped launch the ENERGY STAR® program and served as ACEEE's chief operating officer. The fund supports undergraduate and graduate students interested in careers in energy and the environment to attend ACEEE's Summer Study conferences. ACEEE received donations to the Linda Latham Scholarship Fund the following people from January 1, 2020, through December 31, 2020.

Corinne Abbott	Nick Mark
Nicole Ballinger	Tracy Narel
Naomi Baum	Sarah Newman
Carl Blumstein	Jane S. Peters
Holly Braun	Lynn Pyle
Michael Colgrove	Alex Ricklefs
Alejandra Mejia Cunningham	Gene and Becky Rodrigues
Marianne DeMascio	Lauren Ross
Debbie Driscoll	Amir Roth
Steven Dunn	Bing Tso
Tracy Dyke-Redmond	Clay Waters
The Karen and Neal Elliott Fund	Stephen Weil
Michael Freedberg	Kathrin Winkler and Angus Campbell
Kristin Heinemeier	Brooks Winner
Harold Jepsen	Kathy Yi
Srinivas Katipamula	Dan York
Cassandra Kubes	

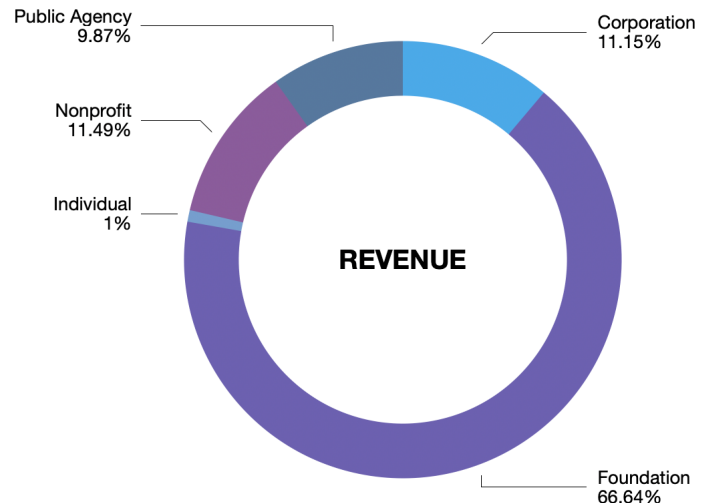
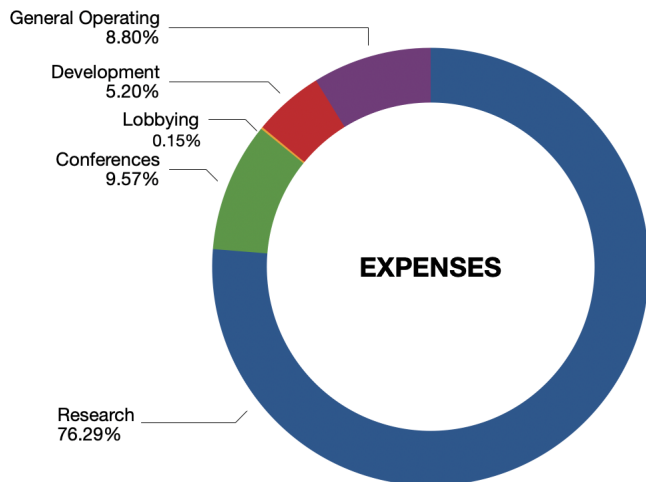
ACEEE is grateful for grants from the following foundations from January 1, 2020, through December 31, 2020.

Barr Foundation	Merck Family Fund
Bloomberg Philanthropies	New York Community Trust
E4TheFuture	The Oak Hill Fund
Energy Foundation	Randolph Foundation
Heising-Simons Foundation	Robert Wood Johnson Foundation
The JPB Foundation	The Tilia Fund
Just Transition Fund	United Nations Foundation
The Kresge Foundation	Anonymous (1)

Financial Overview

In 2020, ACEEE's total unrestricted revenues totaled \$9.25 million, including contributions from foundations, public agencies, utilities, corporations, nonprofit organizations, and individuals.

Total unrestricted operating expenses for the year were \$9.14 million. Expenditures for research programs and conferences accounted for 76.3% of these expenses. Development costs and lobbying costs were 5.2% and 0.15%, respectively. Conferences accounted for 9.6% of expenses, with the remaining 8.80% attributable to general operating costs.



ACEEE is needed more than ever on our carbon-challenged planet, so let's do everything we can to make its next 40 years even more productive. **—Dan Reicher, executive director of Stanford University's Steyer-Taylor Center for Energy Policy and Finance**

ACEEE has played an indispensable role in tracking [efficiency] progress, pointing to challenges and opportunities, and keeping our eye on the prize getting the biggest bang out of every dollar spent on energy. **—Susan Tierney, senior advisor, Analysis Group**

Leadership

Executive Team

Steven Nadel, *Executive Director*

Naomi Baum, *Chief Operating Officer*

Nora Wang Esram, *Senior Director, Research*

Wendy Koch, *Senior Director, Marketing and Communications*

Lauren Ross, *Senior Director, Policy*

Board of Directors

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Pacific Gas and Electric Company

Scott Bernstein, *President*
Center for Neighborhood Technology

Carl Blumstein
California Institute for
Energy and Environment

Rosa Cassidy
TRC Companies

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Energy Futures Initiative

Mandy Mahoney
Southeast Energy Efficiency Alliance

Monica Martinez
Ruben Strategy Group

Penni McLean-Conner, *Chair*
Eversource Energy

Steve Morgan
Clean Energy Solutions, Inc.

Francis J. Murray, Jr. (retired)
New York State Energy Research
and Development Authority

Clay Nesler
Johnson Controls

David Parekh (retired)
United Technologies Research Center

Mary Ann Piette
Lawrence Berkeley National Laboratory

Gene Rodrigues
ICF International

Mitchell Simpson
Arkansas Energy Office

Alison Silverstein, *Secretary*
Alison Silverstein Consulting

Susan Stratton, *Treasurer*
Northwest Energy Efficiency Alliance

Kathrin Winkler
Independent Consultant

Paul Young
City of Memphis

“For more than 10 years, ACEEE has been my go-to source for in-depth research, thought leadership, and industry connections for all things energy efficiency.”

—Pete Curtice, CEO, American Efficient

“ For new energy approaches to thrive, it's vital to have strong policy and technical analysis, credible research, and collaborative outreach. ACEEE provides that support and much more. ”

—James J. Judge, chairman, president, and chief executive officer, Eversource Energy

“ ACEEE continued to put on well thought out, organized conferences, despite tremendous challenges this year. I've been invited to participate in multiple “virtual” conferences this year, and only ACEEE has been able to replicate the live experience in a meaningful way. ”

—George Chapman, Energy Solutions



The **American Council for an Energy-Efficient Economy** (ACEEE), a nonprofit research organization, develops policies to reduce energy waste and combat climate change. Its independent analysis advances investments, programs, and behaviors that use energy more effectively and help build an equitable clean energy future.

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